



2020 Ones to Watch: Victor Salem, Tri State Commercial Realty

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Name: Victor Salem

Company: Tri State Commercial Realty

Title: Associate

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

I would have to say my first one. It wasn't the biggest deal, but it was the one that showed me this is my career path. I saw that my skills were best used in this industry, and for me there's no better feeling than signing a tenant to the perfect space, while getting the landlord the best deal possible.

What do you like most about your job?

I have to say it's getting to meet people from all parts of the world, and from all different backgrounds. This industry gives you the unique opportunity to get to meet new people every day one on one, whether it's a showing or a lease signing, or even just a meeting for coffee.

If your life were made into a movie, what actor would you want to portray you?

Robert Downey Jr.

Who or what inspires you?

I would say my inspiration is the future, and succeeding in the goals I set up for myself to achieve. With each goal I achieve, I set a new one, to make sure I keep myself on the right path to fulfill the vision I set for myself.

How do you contribute to your community or your profession?

I happened to live in an amazing community with all different types of organizations helping in all different kinds of ways. When I was younger I used to visit the elderly along with delivering food to old age homes twice a week. Now that I'm older, and thank god much busier, I started to give donations to the organizations that I feel most connected with.

What led you to your current profession?

It may sound cliché but it was destined. Growing up, I always loved talking to people and making connections. Whether it was introducing two people I was friendly with who didn't know each other, or finding the correct person to talk to/get help from depending on the situation.

What social media platform do you use the most professionally?

Instagram

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